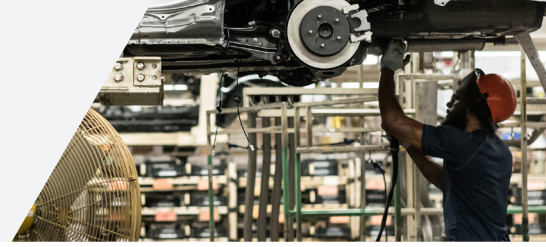


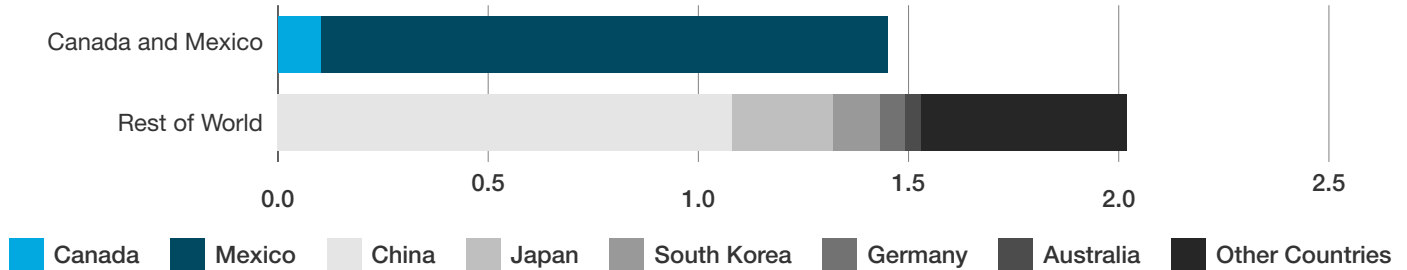
USMCA Passage is Critical for New Mexico Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for New Mexico, helping New Mexicans sell more of what they make to more customers around the world. More sales equal more well-paying jobs and a stronger economy across the state. New Mexico's ability to sell more American-made products to Canada and Mexico is tied directly to tariff-free and rules-based trade in North America.

Canada and Mexico purchase more than two-fifths of New Mexico's total global manufacturing exports New Mexico Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

New Mexico's Top Exports to Canada and Mexico: computer equipment; electrical equipment and components; fabricated metal products; food and beverages; communications equipment; plastics; motor vehicle parts; paper products; chemicals; semiconductors and electronic components.

New Mexico's Manufacturers Rely on North America: Canada and Mexico represent less than 4 percent of the global economy, but they are big purchasers of New Mexico goods, purchasing substantial portions of New Mexico's foreign sales of major manufactured goods, supporting well-paying jobs in communities across New Mexico.

187x BIGGER

New Mexico's computer equipment exports to Canada and Mexico have increased more than 187-fold over the last decade.

3x BIGGER

New Mexico's electrical equipment exports to Canada and Mexico have increased more than 3-fold over the last decade.

SMEs = WINNERS

New Mexico's small- and medium-sized businesses comprise 81 percent of the state's exporters of computer and electronic products to Canada and Mexico, and 79 percent of the state's exporters of electrical equipment to Canada and Mexico.

ONE OUT OF EIGHT

New Mexico Manufacturing Firms Export to Canada and Mexico

- 158 firms
- 77 percent are small- and medium-sized businesses supporting local economies

MORE THAN 2,100

New Mexico Manufacturing Jobs Depend on Manufacturing Exports to Canada and Mexico

- Export-dependent jobs are usually full time, pay higher-than-average wages and offer real career opportunities to middle-class workers.
- New Mexico manufacturing workers make on average \$58,762 in total annual compensation compared to \$38,598 for workers across all private nonfarm industries.

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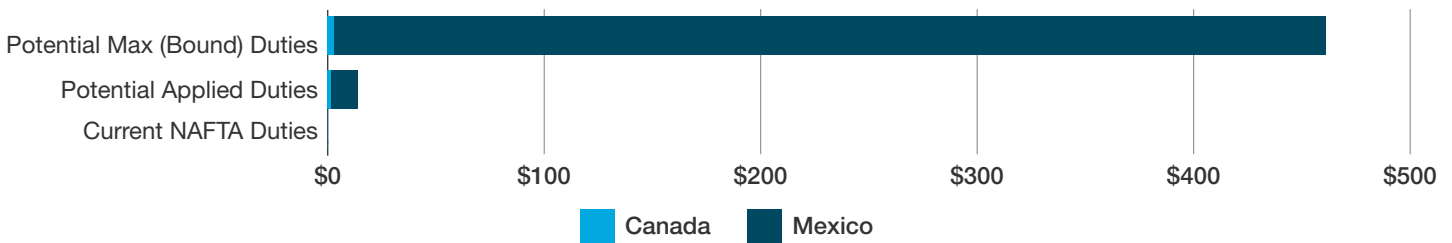
 NATIONAL ASSOCIATION OF
Manufacturers

New Mexico Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, New Mexico’s manufactured goods exports to Canada and Mexico could face a minimum of \$14 million to \$461 million in extra taxes (compared to zero tariffs today).

As a result, many of New Mexico’s manufacturers and the workers and communities they support would lose sales as competitors from Europe and Asia continue to enjoy zero tariffs. The result would be less manufacturing production and fewer well-paying American jobs in New Mexico and throughout the United States.

Tariffs on New Mexico Manufacturers Exporting to Canada and Mexico (in Billions of U.S. Dollars):



Source: NAM analysis of data reported by the U.S. Department of Commerce

In Brief: New Mexico’s Manufacturing Trade and Employment Data \$4 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$3.5 billion To World (2018) \$1.5 billion To Canada/Mexico (2018)		Manufacturing Firms: 1,318 Total Manufacturing Firms (2015) 158 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 27,133 Total Manufacturing Employment (2018) 2,138 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$58,762 Manufacturing (2016) \$38,598 Nonfarm Business (2016)	

Source: NAM analysis of data reported by the U.S. Department of Commerce

Congressional passage of the United States–Mexico–Canada Agreement will help New Mexico manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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